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Offer of Peonies

for

Commercial Gardens



A PLANT OF JUBILEE IN MY GARDEN

Lee R. Bonnewitz
Van Wert,

Ohio

OFFICE OF
HENRY L. HUNTON
COUNSELOR AT LAW
OAKLAND, ME.

August 25, 1922.

Mr. Lee R. Bonnewitz,

Van Wert, Ohio.

My dear Mr. Bonnewitz:

Your letter under date of August 19th at hand and noted. It is a fact that I had good bloom from the one eye divisions you sent me, both seasons 1921 and 1922. From divisions planted in September 1920, I had very good bloom on Elwood Pleas, Therese, Marguerite Gerard and Mons. Martin Cahuzac in 1921. From divisions planted in September 1921, I had good bloom on Elwood Pleas, Mme. Jules Dessert, Solange and Longfellow. Solange gave me one of the finest blooms it has been my pleasure to see and from a division the next Spring after being set in the Fall.

One eye divisions set in the Fall of 1920 gave me five blooms in Spring of 1922. These results may seem unusual, but my ground was excavated to a depth of thirty inches and filled one foot with clear cow manure and the balance filled with a mixture of well enriched soil, bone meal, a 10% potash fertilizer with some hen manure with the plants set therein and given good care with sufficient water.

You are at liberty to use my letter in any way that you may care to.

Yours very truly,

Henry L. Hunton

Peonies for Commercial Gardens



On my arrival home after a seven months' absence I find some letters from Peony enthusiasts who wish to buy Peony roots to start commercial gardens, from which they expect to sell blooms. I have heard stories of the wonderful financial success of such gardens both in this country and Europe. One man in England, having acres of Peonies, told me that he planted his Peonies four feet apart, and that he could count upon four shillings (nearly a dollar) income from each plant of selected varieties, and that he knew of nothing which could produce better returns. Within the last fortnight I have heard of one American garden from which last June \$7,500.00 worth of Peony blooms were sold, but as the owner of the garden did not himself give me the figures, I cannot vouch for the accuracy of the report.

However, the Peony is growing in favor every year, and as the city people congregate more and more into apartments, and depend entirely on their automobiles to bring them into contact with Nature, it is natural that on their auto trips outside the city, they should wish to take back with them into their homes, the glorious flowers which remind them of the free, open country. I can understand how the owner of a Peony garden located on a good auto road, near a large city, can probably sell every bloom he grows without even leaving his own garden. The prospect is so alluring that sometimes I am tempted to consider such a location for my Peony garden, and I am sure I could increase my income very materially, in such a location.

At any rate, in answer to the letters which have come during my absence I am publishing a list of varieties which I can furnish in **Bonnewitz Strong One-Eye Peony Divisions**, in quantities large enough to begin such a commercial garden. You will, of course, understand how it is possible for me to furnish five divisions of a variety at a much lower price per division than my single division price, and how in selling ten divisions of a variety I can quote a still lower price, and even a still lower one for twenty divisions.

Experience has shown that the commercial Peony grower should have many plants in a few varieties, rather than a few plants each in many varieties. It has shown, also, that early and late varieties produce more money for the grower than the mid-season varieties, and my own experience has been that in our northern states at least, the very latest blooming varieties are more profitable even than the very early ones. MADAME FOULD is not a reliable bloomer, by which I mean that sometimes the blooms do open up perfectly, yet on account of its lateness, its blooms have brought me more money than the blooms of any other variety. I would for the same reason have faith in a planting of SARAH BERNHARDT, GRANDIFLORA, DORCHESTER, CLAIRE DUBOIS, LIVINGSTONE, PRESIDENT WILSON AND JEANNOT.

Now if the prospective commercial Peony grower is sure that he will never wish to dispose of his garden, and is sure also that he will never be interested in selling Peony roots, then he can safely purchase the lowest priced varieties, which will give him satisfactory bloom. If, on the other hand, he has reason to believe that he might at some future time wish to dispose of his garden, or if he wishes to add to his income by selling Peony roots, then he will be wise to buy as many as he can afford of the very best varieties like LE CYGNE, THERESE, JUBILEE, CAHUZAC, PHILIPPE RIVOIRE, OPAL, E. B. BROWNING, MONT BLANC, GEORGINA SHAYLOR, MARTHA BULLOCH and a dozen other varieties, some of which are selling for two or three times as much as they did several years ago.

If he has the ability to find customers for the increase which these high priced roots will make for him, he can combine the sale of roots and the sale of blooms and keep busy in his garden for eight happy months. I say "happy months," for no one who is not happier in a garden than anywhere else on earth should even for one minute consider the establishing of a commercial Peony garden.

To the prospective purchaser who is in love with his garden and who also feels that he has the ability to sell his roots, I would say that I believe the purchase of a quantity of **Bonnewitz Strong One-Eye Divisions** of LE CYGNE offers a field for very much greater profit, than the same amount of money expended in varieties of which he can procure several times as many roots. All the varieties I have named as "revenue producers from roots" are valuable from the

bloom standpoint also, but as the commercial Peony grower is anxious for a quantity of blooms he cannot neglect the low priced varieties, and so to every one who asks my advice I will say, "Expend about the same amount of money in low priced varieties and high priced varieties, and as years give you more experience you will know whether you wish to place the emphasis of your activities upon blooms or upon roots."

Now as to the size of the divisions which I will send to my customers, I am glad to tell you they will be the same size which I have been sending out the past two years, the size upon which I have built my reputation. I notice that some Peony growers are afraid of the small divisions they are sending out and are advising their customers to purchase large roots, but I have had such excellent success with my Strong One-Eye Divisions and my customers in this latitude and farther north are sending me such encouraging reports that I offer you **Bonnewitz Strong One-Eye Peony Divisions** with all the confidence of success. If they are correctly planted and cultivated I will expect each of them in four years to be as large as any other Peony plant of the same variety even if the other plant was a two or three year old root to begin with and had six or even a dozen eyes. The Editor of the Garden Magazine has also evidently learned the advantage of planting strong divisions, for in the September issue, a copy of which has just come to my desk, on page twelve (12) he says, "Strong divisions do not make as good a showing the first year as do two or three year old roots *but they are ultimately superior.*"

I am the original advocate of planting Strong One-Eye Divisions of Peonies and the roots I have sent out have proven so satisfactory to my customers that it gives me great pleasure to read the reports they send me. Some of the purchasers of **Bonnewitz Strong One-Eye Peony Divisions** in 1920 gave repeat orders in both 1921 and 1922, and other customers who purchased them for the first time last year are buying them again this year. I have hundreds of letters from satisfied customers, and I am expecting many more of them. It is naturally a pleasure for me to read such letters, and if I have the writer's permission to send the letters to prospective customers it will help me tell the world that an investment in **Bonnewitz Strong One-Eye Peony Divisions** is as safe an investment as the prospective Peony purchaser can make. If you have purchased any **Bonnewitz Strong One-Eye Divisions** and have not given me a report

on the results of your planting I will be pleased to have it for my files and records.

Here are my prices on **Bonnewitz Strong One-Eye Peony Divisions** for commercial Peony gardens, or for private planting.

Price for **Bonnewitz Strong One-Eye Peony Divisions**

	1 Div.	5 Div.	10 Div.	20 Div
ADELAIDE HOLLIS.....	\$1.50	\$ 5.00	.....	.....
AKSARBEN.....	1.00	4.00	\$ 7.00	.....
ALBERT CROUSSE.....	1.00	3.00	5.00	.....
AVALANCHE.....	1.50	5.00	9.00	\$15.00
AURORE.....	1.00	4.00	7.00	12.00
AVIATEUR REYMOND.....	2.50	10.00	17.50	.....
BARONESS SCHROEDER.....	1.50	5.00	9.00	15.00
BEAUTY'S MASK.....	1.50	5.00	9.00	15.00
BELISAIRE.....	1.50	5.00	.....	.....
BERTRADE.....	2.00	7.50	13.50	.....
BOULE DE NEIGE.....	1.00	3.00	5.00	9.00
CANDIDISSIMA.....	1.00	2.50	4.00	7.50
CHARLES SEDGWICK				
MINOT.....	2.00	7.50	10.00	.....
CLAIRE DUBOIS.....	1.50	5.00	9.00	.....
CLAUDE GELLE.....	2.00	7.50	13.50	.....
CONSTANT DEVRED.....	1.00	2.50	4.00	7.50
COURONNE D'OR.....	1.00	3.00	5.00	9.00
DE CANDOLLE.....	1.00	3.00	5.00	9.00
DORCHESTER.....	1.50	5.00	7.50	13.50
DR. H. BARNSBY.....	1.50	5.00	.....	.....
DUC DE WELLINGTON.....	1.00	3.00	5.00	.....
DUCHESS DE NEMOURS.....	1.00	3.00	5.00	.....
E. G. HILL.....	1.50	6.00	.....	.....
EUCHARIS.....	2.00	6.00	10.00	.....
EUGENE VERDIER.....	1.50	5.00	.....	.....
EUGENIE VERDIER.....	1.00	3.00	5.00	9.00
FELIX CROUSSE.....	1.00	2.50	4.00	7.50
FLAMBEAU.....	1.00	3.00	5.00	9.00
FLORAL TREASURE.....	1.00	2.50	4.00	7.50
FLORENCE NIGHTINGALE.....	2.00	7.50	12.50	22.50
FRANCES WILLARD.....	2.50	9.00	17.50	30.00

Price for **Bonnewitz Strong**
One-Eye Peony Divisions

	1 Div.	5 Div.	10 Div.	20 Div.
GERMAINE BIGOT.....	1.50	5.00	9.00	16.00
GINETTE	2.50	11.00	20.00	.....
GLOIRE DE CHARLES				
GOMBAULT	1.50	4.00	7.00	12.50
GRANDIFLORA	1.50	5.00	9.00	15.00
II. A. IIAGEN.....	2.00	7.50	.....	.....
JEANNE D'ARC.....	1.00	3.00	5.00	9.00
JEANNE GAUDICHIAU.....	2.50	10.00	17.50	.....
JOHN RICHARDSON.....	1.50	5.00	9.00	17.50
JUBILEE	5.00	20.00	35.00	50.00
KELWAY'S WILD ROSE.....	2.50	10.00	17.50	.....
LADY EMILY	1.50	5.00	9.00	15.00
LADY MAYORESS.....	1.00	3.00	.....	.....
LAMARTINE (Calot).....	1.00	3.00	5.00	.....
LA TENDRESSE.....	1.00	4.00	7.00	.....
LA TULIPE	1.00	2.50	4.00	7.50
LIVINGSTONE	1.50	5.00	9.00	15.00
LUCY E. HOLLIS.....	2.50	10.00	17.50	30.00
LE CYGNE.....	8.00	35.00	65.00	125.00
MADAME BREON.....	1.00	2.50	4.00	7.50
MADAME BUCQUET	1.00	2.50	4.00	7.50
MADAME CALOT	1.00	2.50	4.00	.....
MADAME CAMILE BANCEL	1.00	2.50	4.00	7.50
MADAME CROUSSE.....	1.00	2.50	4.00	7.50
MADAME DE VATRY	1.00	2.50	4.00	7.50
MADAME DE VERNEVILLE.....	1.00	2.50	4.00	7.50
MADAME EMILE GALLE.....	1.00	3.00	5.00	9.00
MADAME EMILE LEMOINE	1.50	5.00	9.00	15.00
MADAME FOULD	1.00	3.00	5.00	.....
MADAME GEISSLER	1.00	3.00	5.00	.....
MADAME LEBON	1.00	2.50	4.00	7.50
MARGUERITE GERARD.....	1.00	3.00	5.00	9.00
MARIE CROUSSE	1.50	5.00	9.00	15.00
MARIE DEROUX	1.50	5.00	9.00	.....
MARIE HOUILLON	1.50	5.00	9.00	.....
MARIE JACQUIN	1.00	3.00	5.00	9.00
MIDSUMMER NIGHT'S				
DREAM	2.50	10.00	15.00	25.00
MODESTE GUERIN.....	1.00	2.50	4.00	.....
MILES STANDISH	2.00	9.00	15.00	.....

Price for Bonnewitz Strong
One-Eye Peony Divisions

	1 Div.	5 Div.	10 Div.	20 Div.
M. MARTIN CAHUZAC	2.50	10.00	17.50	30.00
MONT BLANC	3.00	12.50	20.00	35.00
NEPTUNE	2.00	7.50	13.50	.....
ODETTE	1.00	4.00	7.00	12.00
OCTAVIA DEMAY	1.50	5.00	9.00	.....
OPAL	3.00	12.50	20.00	35.00
OTHELLO (Lemoine)	2.50	10.00	17.50	30.00
PASTEUR	1.00	4.00	7.00	.....
PHYLLIS KELWAY	4.00	15.00	25.00	.....
PRIMEVERE	2.50	9.00	15.00	25.00
RAOUL DESSERT	4.00	17.50	.....	.....
RICHARD CARVEL	2.00	7.50	13.50	.....
ROSETTE	3.00	12.50	.....	.....
R. P. WHITFIELD	1.50	5.00	9.00	.....
SARAH BERNHARDT	2.50	10.00	17.50	30.00
SIMONNE CHEVALIER	1.00	4.00	7.00	.....
SOUV. DE EXPO. UNIVERS- SELLE	1.00	3.00	5.00	.....
SUZETTE	2.00	7.50	13.50	22.50
THERESE	2.50	11.00	20.00	35.00
UMBELLATA ROSEA	2.00	7.50	12.50	.....
VAN DYCK	1.00	3.00	5.00	.....
VERIBEST	2.00	7.50	12.50	.....
VICTOIRE DE LA MARNE	2.50	10.00	17.50	.....
WALTER FAXON	3.00	12.50	20.00	35.00
WELCOME GUEST	1.50	5.00	9.00	.....

Orders will be filled in the order in which they are received and customers will be promptly advised of any variety "sold out" on which I cannot accept orders, and the money remitted for such varieties will be immediately refunded.

I believe that every variety I offer is absolutely true to name, but should any prove to be untrue, I will gladly refund the money paid for it.

LEE R. BONNEWITZ.

Van Wert, Ohio, September 14th, 1922.